

APPROVED	BY	CLASS	ISS
DRAFTSMAN			

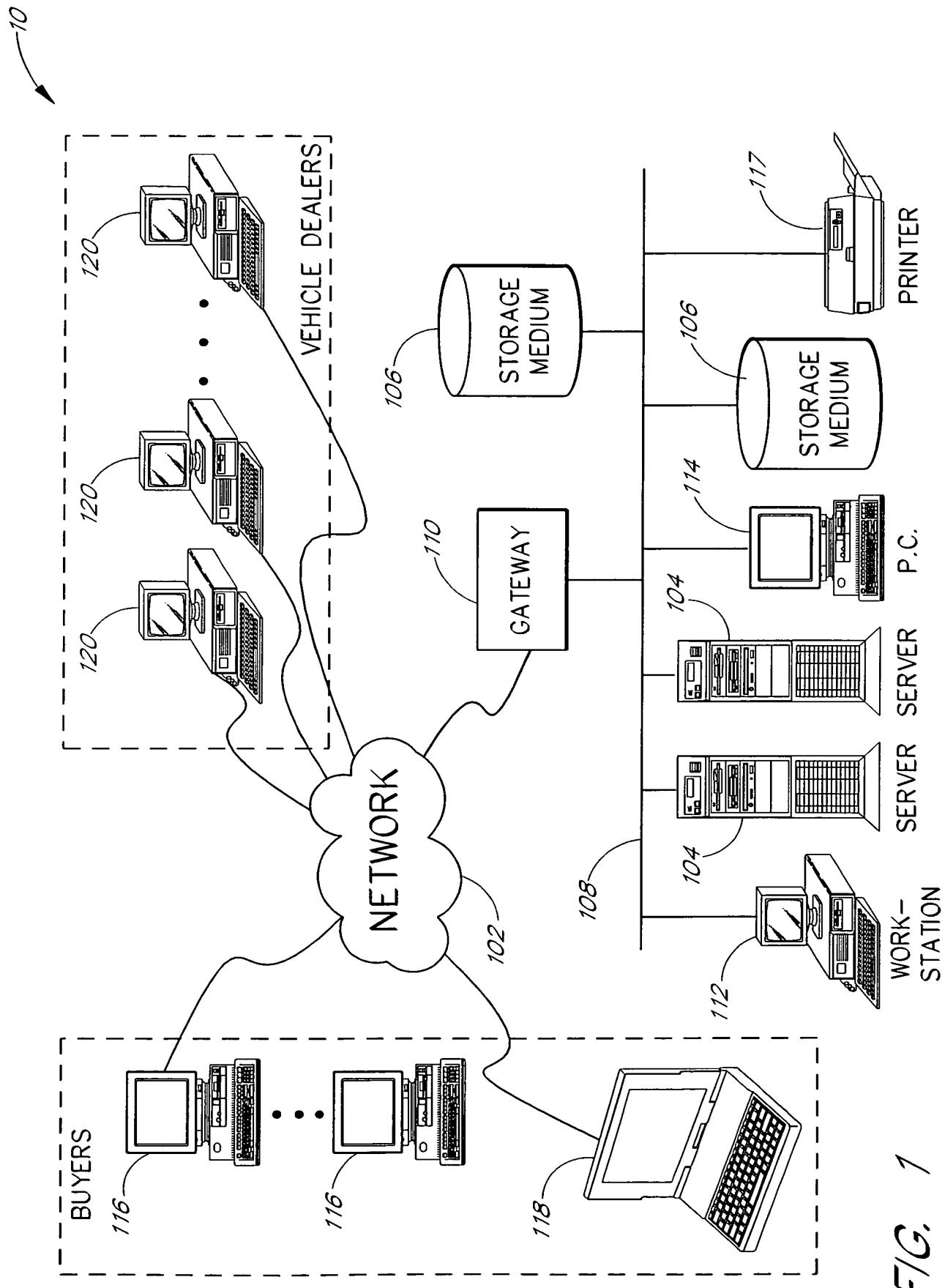
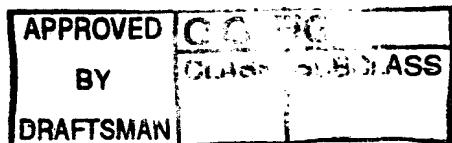


FIG. 1



## EXCLUSIVE DEALER REGIONS RECORD

ZIP CODES

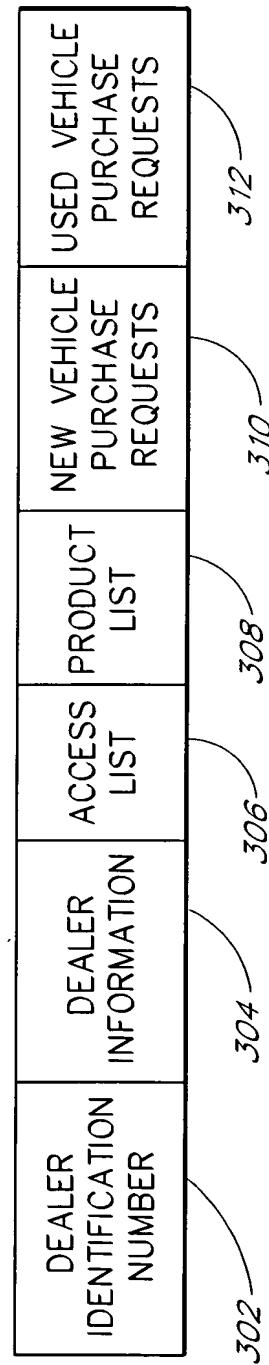
DEALER IDENTIFICATION NUMBER		
	• • •	
DEALER IDENTIFICATION NUMBER		
	• • •	

## VEHICLE MAKE

FIG. 2

APPROVED	O G EIC
BY	CLASS SUBCLASS
DRAFTSMAN	

## DEALER RECORD



F/G. 3

APPROVED	C C
BY	CLASS 4 PASS
DRAFTSMAN	

## NEW VEHICLE RECORD

VEHICLE MAKE	VEHICLE MODEL	VEHICLE YEAR	VEHICLE TYPE	VEHICLE ESTIMATED PRICE	VEHICLE FEATURES	VEHICLE PHOTO
--------------	---------------	--------------	--------------	-------------------------	------------------	---------------

402 → 404 → 406 → 408 → 410 → 412 → 414 →

F/G. 4

APPROVED	CC	CLASS
BY	ASS	
DRAFTSMAN		

## USED VEHICLE RECORD

DEALER IDENTIFICATION NUMBER	DEALER STOCK NUMBER	VEHICLE MAKE	VEHICLE MODEL	VEHICLE INFORMATION	VEHICLE PHOTO
302	504	506	508	510	

FIG. 5

APPROVED	10/1/04
BY	CLASS 1
DRAFTSMAN	SS

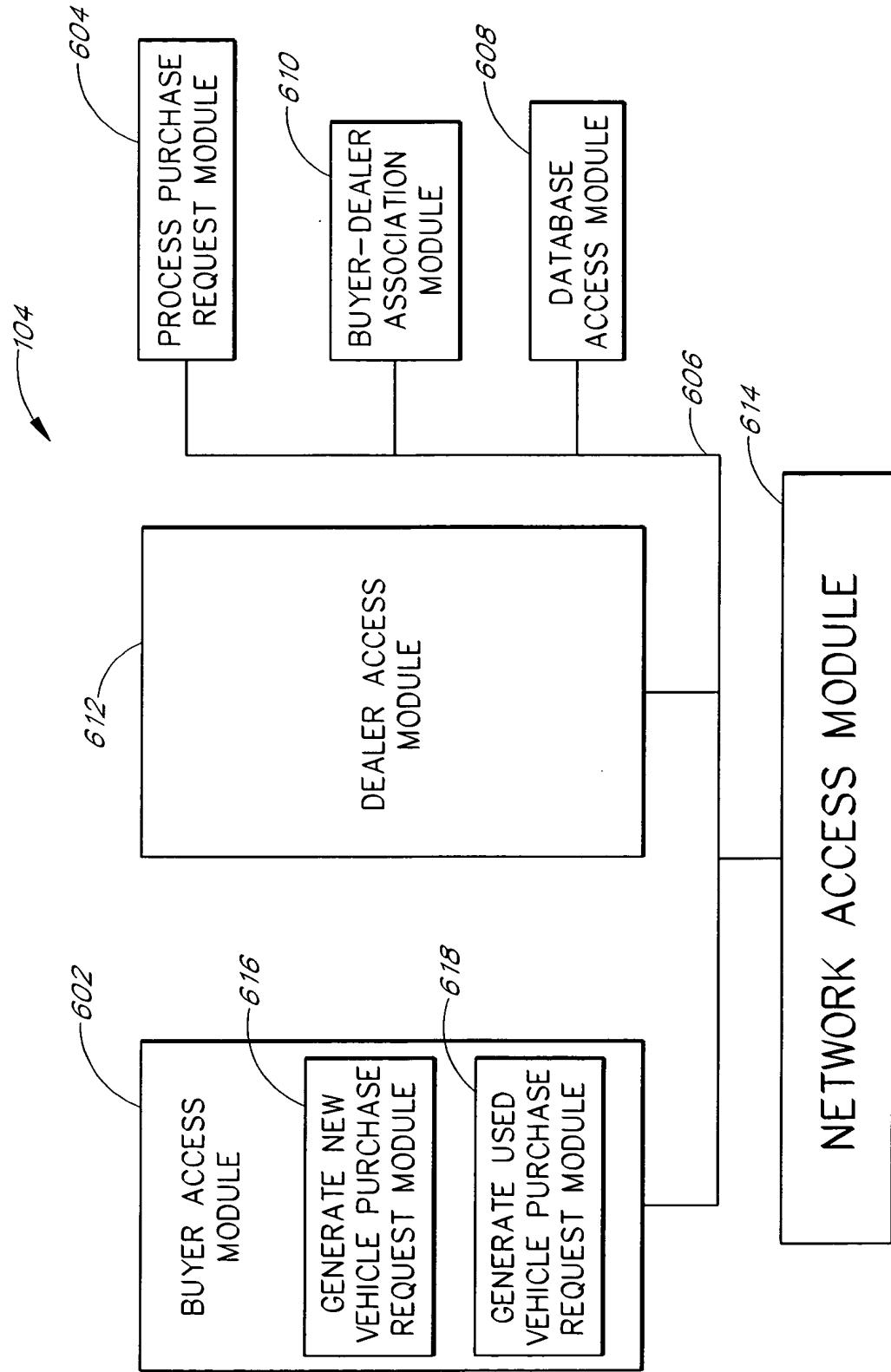
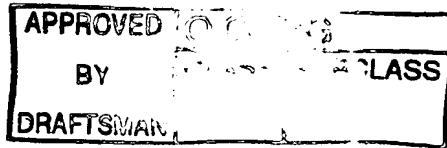


FIG. 6



# NEW VEHICLE PURCHASE REQUEST RECORD

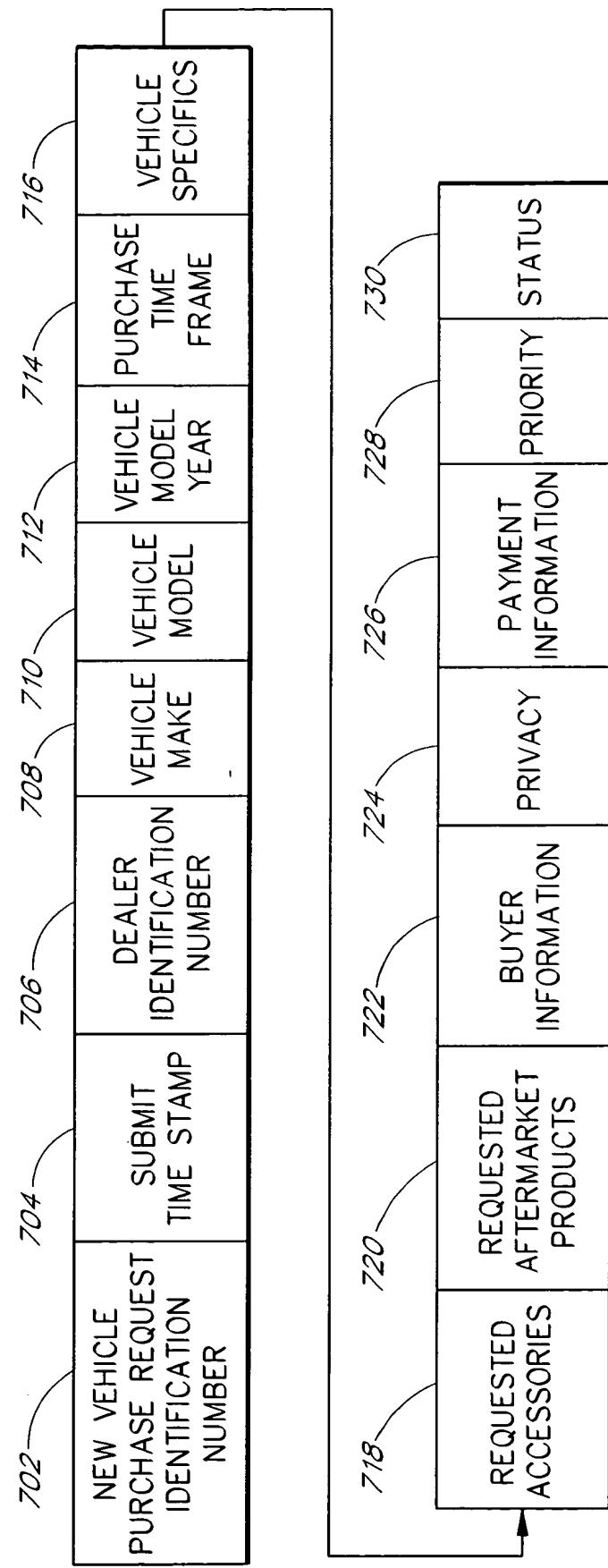


FIG. 7

APPROVED	OS	IC
BY	CLASS	ASS
DRAFTSMAN		

## USED VEHICLE PURCHASE REQUEST RECORD

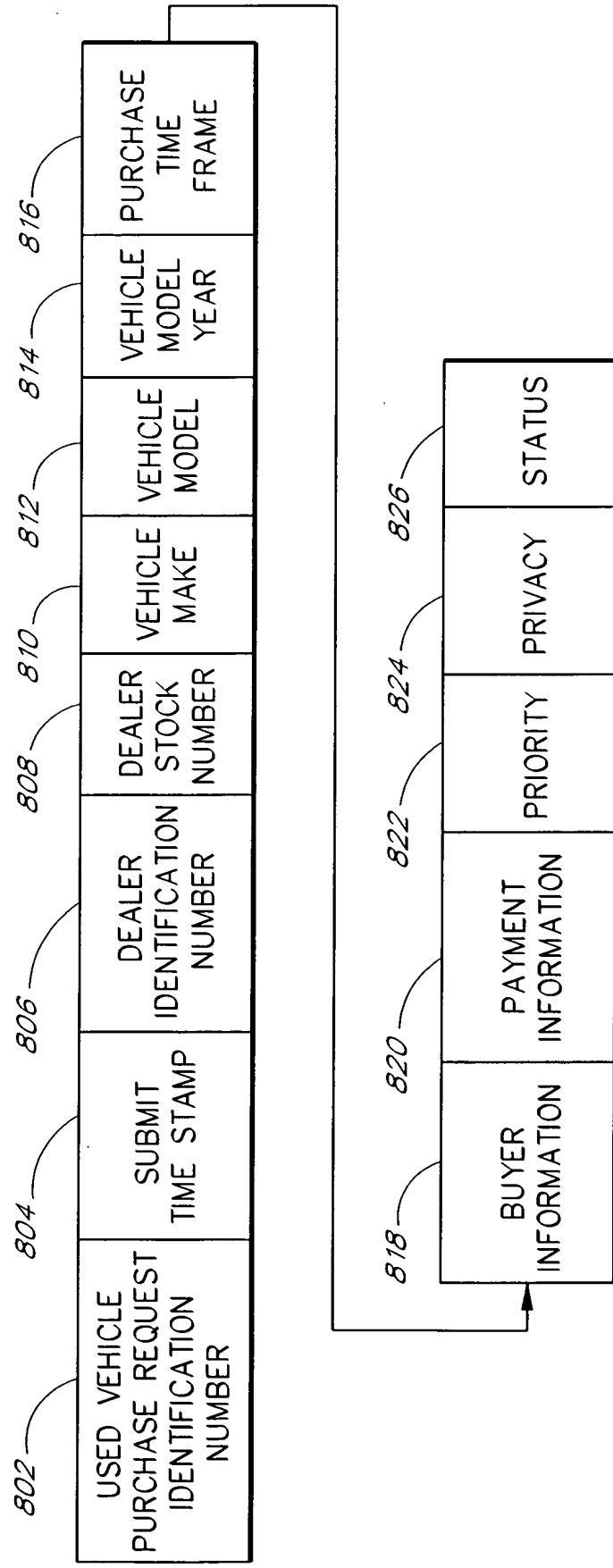
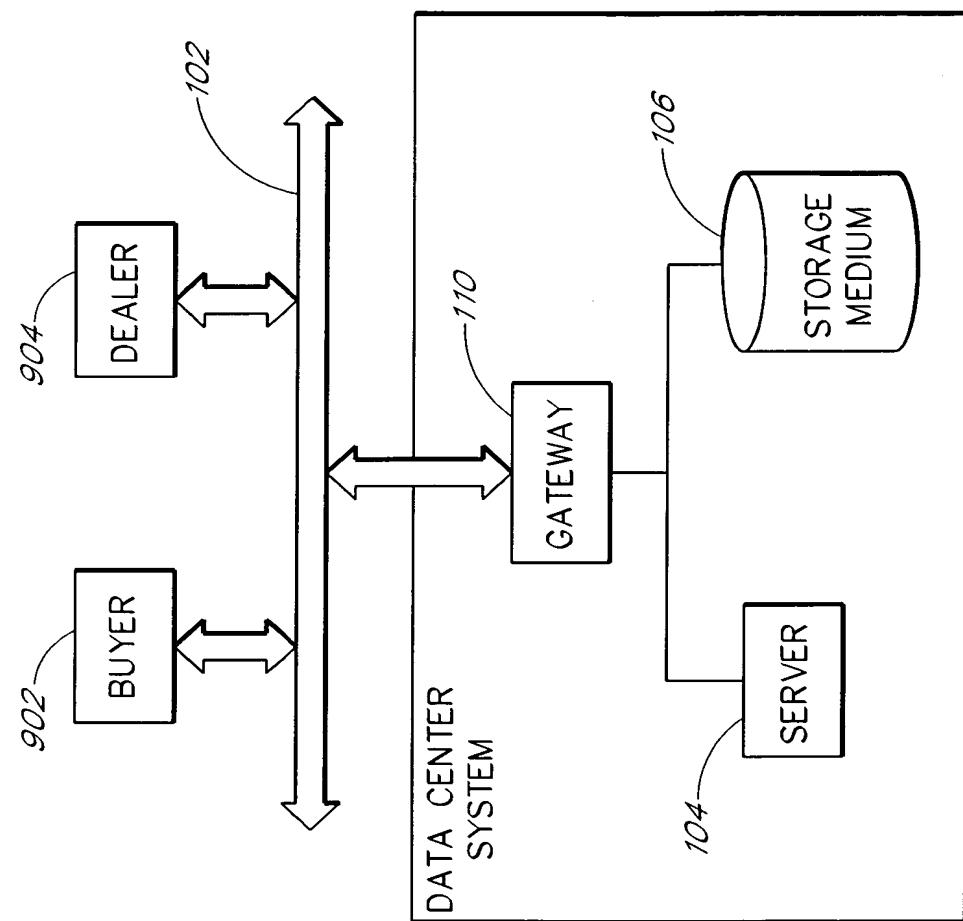


FIG. 8

APPROVED	BY	CLASS
BY	CLASS	CLASS
DRAFTSMAN		



F/G. 9

APPROVED	CC	BY	CLASS	CLASS
DRAFTSMAN				

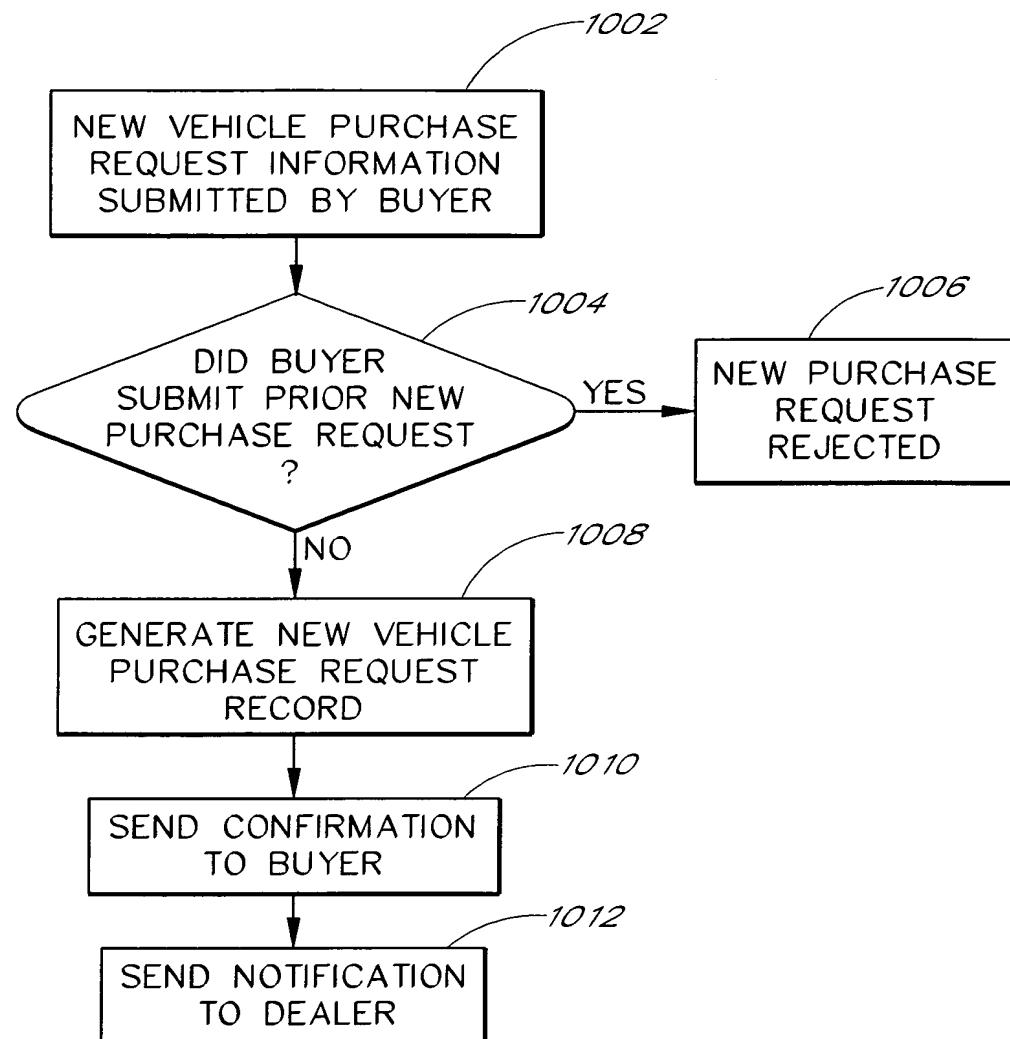


FIG. 10

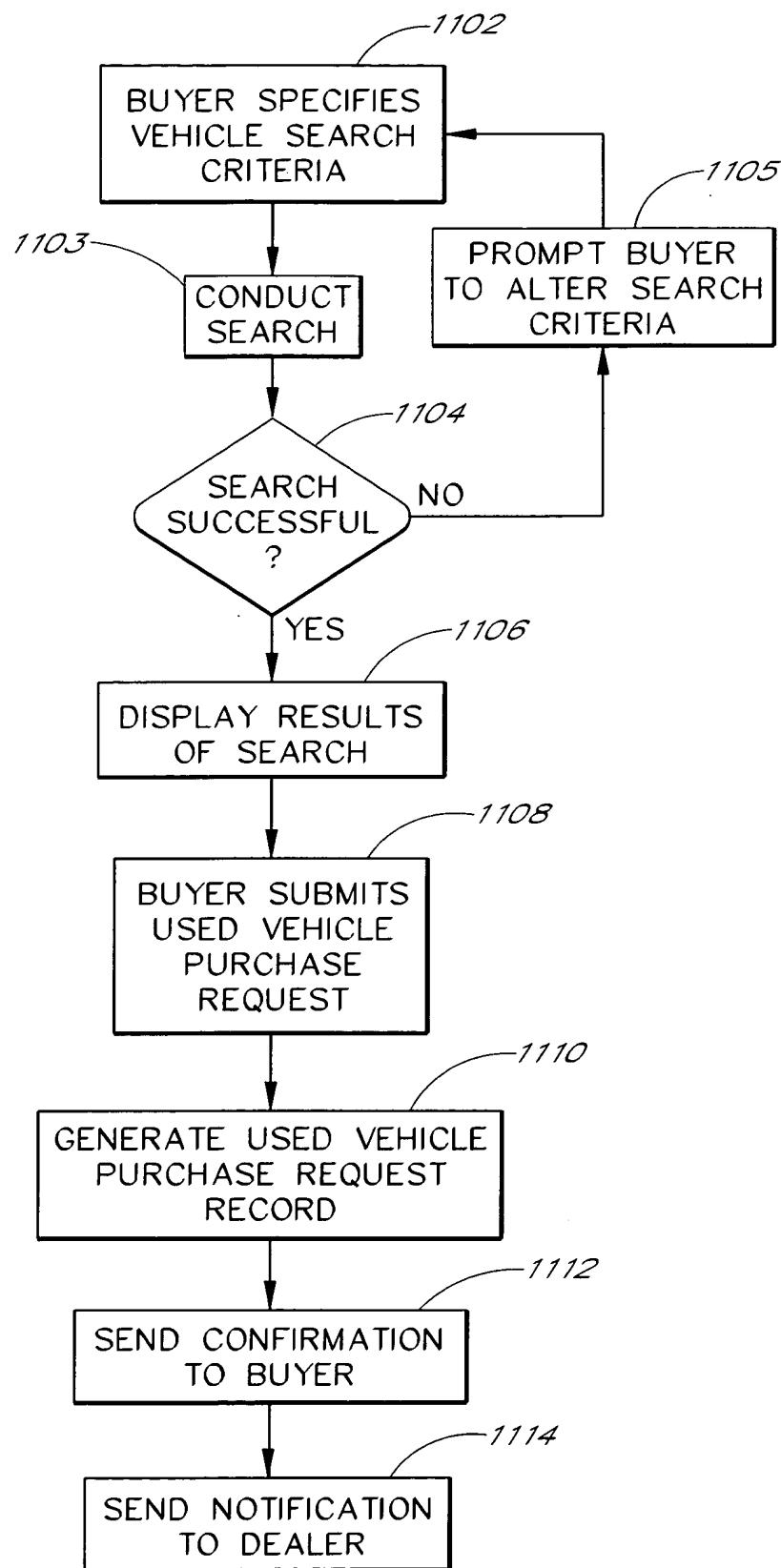
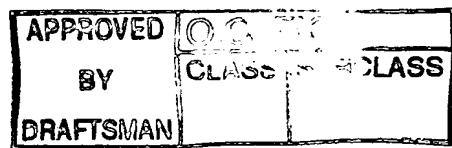


FIG. 11



## DEALER RECORD

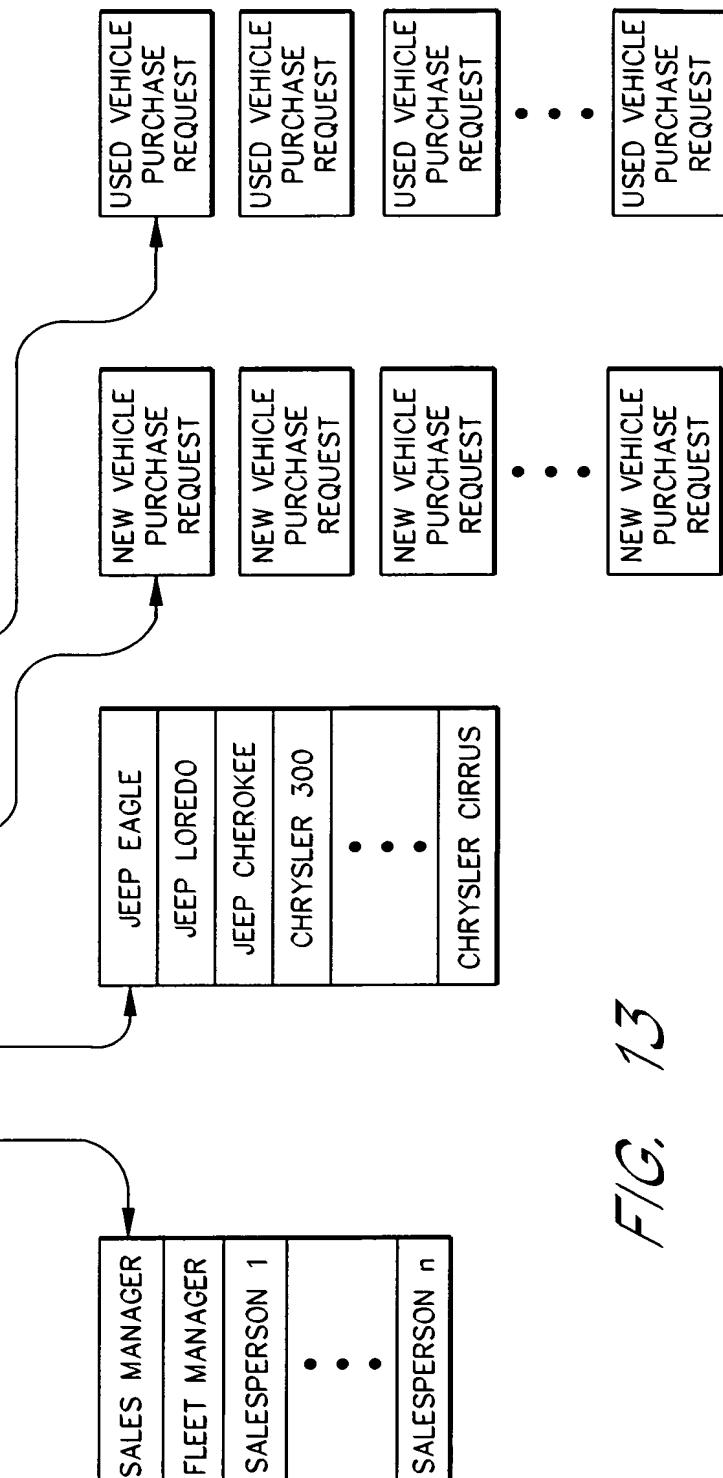
DEALER IDENTIFICATION NUMBER	DEALER INFORMATION	ACCESS LIST	PRODUCT LIST	NEW VEHICLE PURCHASE REQUESTS	USED VEHICLE PURCHASE REQUESTS
100001	BOC OF IRVINE 123 ANY STREET IRVINE, CA. 92612	BUICK GM, OLDS GM, CADILAC GM, SALESPERSON 1 • • SALESPERSON 2	BUICK CENTRY, BUICK RIVIERA, OLDSMOBILE CUTLASS, CADILAC SEVILLE, • • •	NEW VEHICLE PURCHASE REQUEST 1 NEW VEHICLE PURCHASE REQUEST 2 • • •	USED VEHICLE PURCHASE REQUEST 1 USED VEHICLE PURCHASE REQUEST 2 • • •

FIG. 12

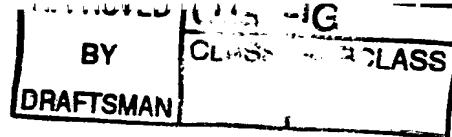
APPROVED	CC	IC
BY	CLASS	SUB. ASS
DRAFTSMAN		

## DEALER RECORD

DEALER IDENTIFICATION NUMBER	DEALER INFORMATION	ACCESS LIST	PRODUCT LIST	NEW VEHICLE PURCHASE REQUESTS	USED VEHICLE PURCHASE REQUESTS
100001	CHRYSLER JEEP OF ORANGE ONE FIRST AVE. ORANGE, CA	●	●	●	●



F/G. 13



<a href="#">Home</a>	<a href="#">New</a>	<a href="#">Used</a>	<a href="#">Research</a>	<a href="#">Finance</a>	<a href="#">Insur</a>	<a href="#">Warranties</a>	<a href="#">Rewards</a>	
----------------------	---------------------	----------------------	--------------------------	-------------------------	-----------------------	----------------------------	-------------------------	--

## 1996 CAR

1 Vehicle located

[Select a different make](#)  
[Select a different model](#)

*Scroll down and click for photo & details*

1996 Car  
Black - Automatic - 6 cyls  
2558 mi from 92612  
1402  
\$29,995  
43,912

F/G. 14

APPROVED	O.G. FIG
BY	CLASS SUBCLASS
DRAFTSMAN	

**1996 CAR**

1 Vehicle located

[Select a different make](#)

[Select a different model](#)

Scroll down and click for photo & details

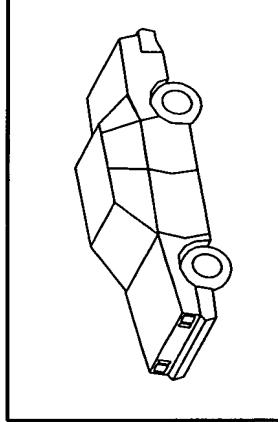
1402

1996 Car  
Black - Automatic - 6 cyls  
2558 mi from 92612

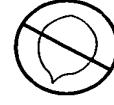
**1996 CAR**

[Request vehicle](#)

[Dealer Inventory Searches](#)



Hooksett, New Hampshire - 2558 miles from 92612

 Click here for a FREE Lemon Check on this car!

**Low CyberStore Price**  
\$29,995  
Mileage 43,912  
Exterior/Interior Black / Gray leather

Automatic Transmission - Power Passenger Seats - Leather Seats - Power Driver Seat - Bucket Seats - Sun Roof - Overhead Console - Cassette Player - AM/FM Radio - Alloy Wheels - Tilt Steering - Anti-Lock Brakes - Cruise Control - Power Locks - Power Windows - Power Steering - Air Conditioning

**Plan to buy?**

Click the button below to make an appointment to view or purchase this vehicle

[Request this Vehicle](#)

15

F/G.

APPROVED	BY	CLASS	CLASS
DRAFTSMAN		DRAWING NO. 100-10000	

**The Best Way to Buy a New Car, Online**

To fully benefit from Autobytel.com's free service, we ask that you spend a couple of minutes to prepare before submitting your purchase request. Before starting, please:

- Use the research section of this website to narrow your choices.
- Select the make and model you wish to lease or purchase.

**Ready to go?**

If you've done your research and picked a new Acura to purchase, select a model from this list and click on GO!

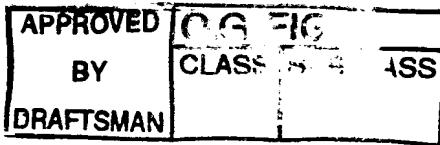
Make: Acura      1602  
 Model: 3.2TL ▶ GO

**Still considering a range of new makes or models?**

Maybe a Acura is not the only vehicle you would like to consider. If this is the case, you can search for a new vehicle by broader criteria:

- Browse our new vehicle photo gallery to explore a variety of vehicle similar to Acura.
- Select a new vehicle based upon features like type, mileage, price, etc...

F/G. 16



Autobytel.com Dealer Real Time - Netscape

File Edit View Go Communicator Help

Back Forward Reload Home Search Guide Print Security Stop

Customers / Inventory / Vehicle Info / Reports / Support / Help / Settings / Exit

Date Status Customer Filters

Customer Search Name Search

Please select a customer's purchase request by clicking on their name.

Select a Customer

Total of 64 Matching Requests

Nov-15 N-New Request Salter, Ahmon

Nov-16 N-New Request Testaboy, Kevin

Nov-17 N-Quoted Weierbach, Scott

11/20/98 9:00 AM - 1.DRT Classic Interface - Email TALK TO SCOTT HE IS A GREAT GUY

Nov-18 N-New Request Ruth, Bab	Tester, Test
Nov-19 N-New Request Man, Big	
Nov-20 N-New Request Nelson, Tim	
Nov-20 N-New Request Nosten, Tim	
Nov-20 N-New Request Tester, Joseph	
Nov-20 N-New Request Joseph, Tester	
Nov-20 N-New Request Kidd, Billy	
Nov-20 N-New Request Hubbard, Myra	
Nov-20 U-Pending: Awaiting Lane, Bobby Delivery	
Cust coming Thur for del	
Nov-23 N-Quoted Italy, Harold	
Nov-23 N-Sold Benette, William	
Nov-23 N-New Request Ioriquescu, Andrew	

Get interesting places on the Internet

1702

FIG. 17

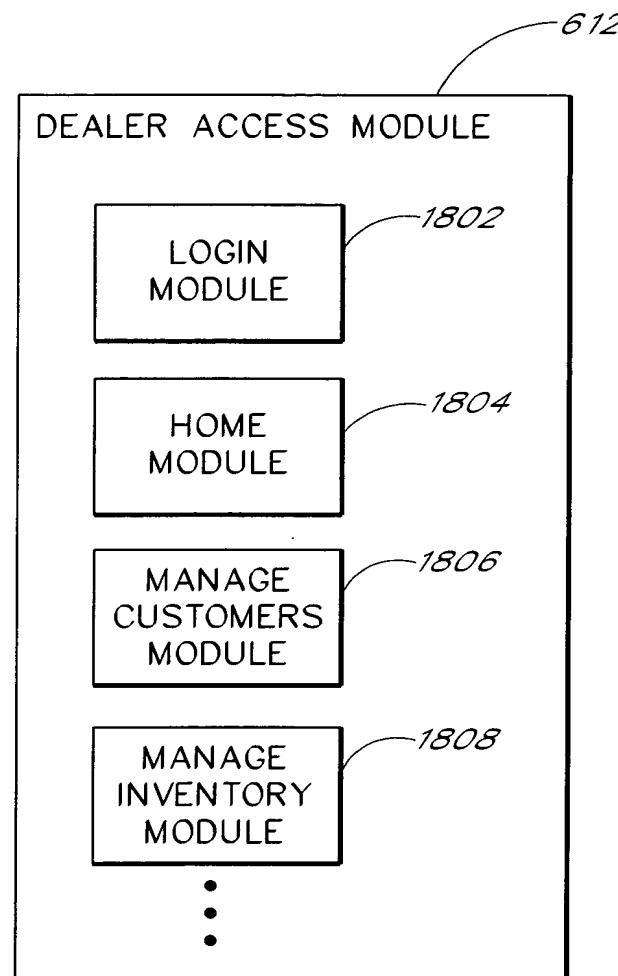
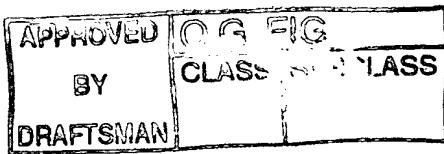
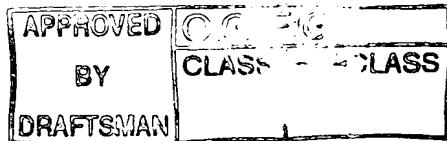


FIG. 18



1902

**Welcome to DRT**

**Tuesday: December 15, 1998**

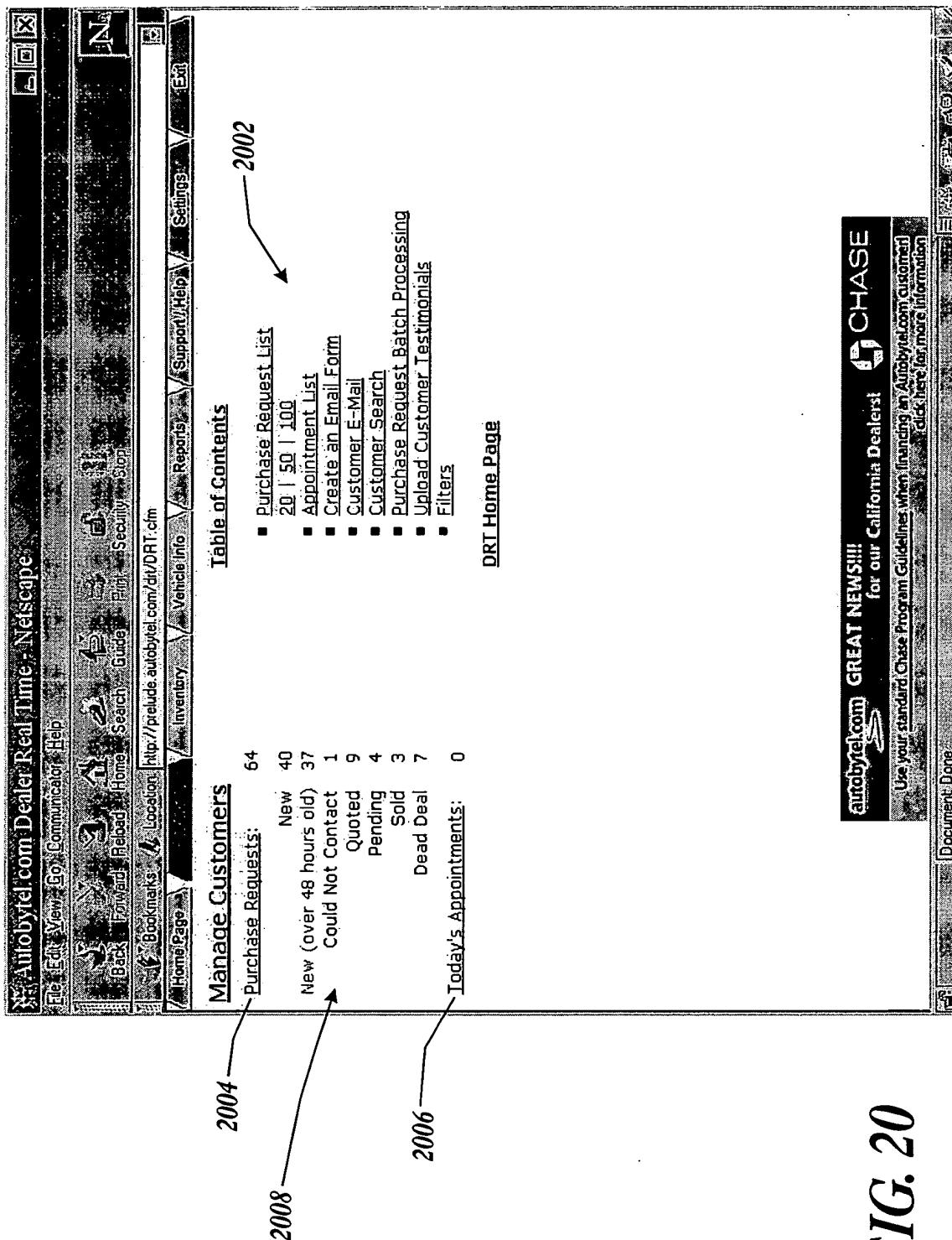
New Purchase Requests:	41
Appointments Today:	0
Available CyberStore™ Vehicles:	0

**Table of Contents** 1904

- 1. Current News
  - New Autobytel.com NCAA Television Campaign
  - Aftermarket Program Test Drive
  - New Chase Financing Program
  - Purchase Request List
  - 20 | 50 | 100
  - Appointment List
  - Create an Email Form
  - Customer E-Mail
  - Customer Search
  - Purchase Request Batch Processing
  - Upload Customer Testimonials
- 2. Manage Customers
  - Purchase Request List
  - Appointment List
  - Create an Email Form
  - Customer E-Mail
  - Customer Search
  - Purchase Request Batch Processing
  - Upload Customer Testimonials
- 3. Manage Inventory
  - Aftermarket
    - Aftermarket Products
    - CyberStore™
      - Inventory List
      - 20 | 50 | 100
      - Inventory Search
      - Add a Car to CyberStore™
      - Batch Inventory Processing
      - Batch Photo Processing
      - Kelley KarPower Inventory Uploads
      - Consumer Search Radius
      - Terms & Conditions Notice

**FIG. 19**

APPROVED BY DRAFTSMAN	O.G. FIG. CLASS SUBCLASS
-----------------------------	-----------------------------



**FIG. 20**

APPROVED	C. G. FIG
BY	CLASS
DRAFTSMAN	CLASS

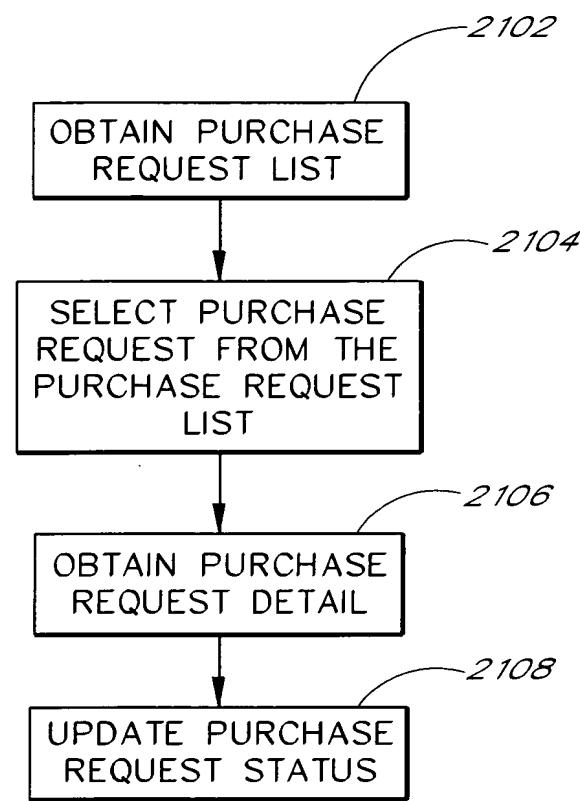
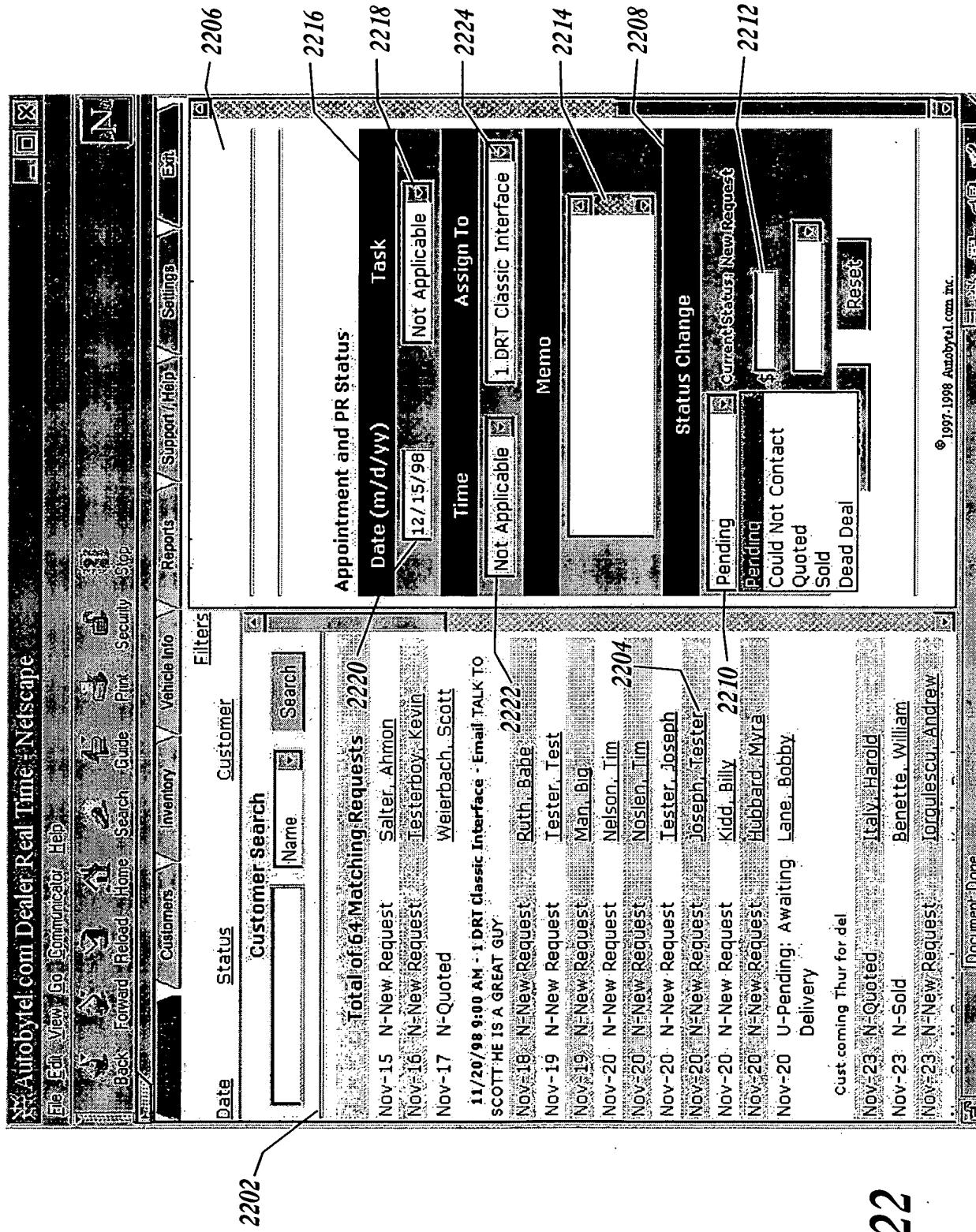


FIG. 21



2206

2202

FIG. 23

Autobytel.com Dealer Real Time - Netscape																																																																																					
File Edit View Go Communicator Help                   																																																																																					
      																																																																																					
<p><b>Comments:</b> Test - Pls do not respond.</p> <p><b>Click Here To Redeem Mobalist Points</b></p> <p><b>Customer</b></p> <table border="1"> <thead> <tr> <th>Date</th> <th>Status</th> <th>Customer</th> <th>Comments:</th> </tr> </thead> <tbody> <tr> <td>Dec-06</td> <td>U-Dead Deal</td> <td>Benny, Jack</td> <td>Customer told to contact in one week</td> </tr> <tr> <td>Dec-07</td> <td>N-New Request</td> <td>Testing_Just</td> <td>Customer on vacation for two weeks</td> </tr> <tr> <td>Dec-07</td> <td>N-Quoted</td> <td>Wonder, Boy</td> <td></td> </tr> <tr> <td>Dec-09</td> <td>N-Quoted</td> <td>Vernon, Danny</td> <td></td> </tr> <tr> <td>Dec-10</td> <td>N-New Request</td> <td>Ball, Lucille</td> <td></td> </tr> <tr> <td>Dec-11</td> <td>N-Quoted</td> <td>Madon, Jessica</td> <td></td> </tr> <tr> <td>Dec-11</td> <td>N-Quoted</td> <td>Boberson, Bob</td> <td></td> </tr> <tr> <td>Dec-11</td> <td>N-New Request</td> <td>Nelson, Tim</td> <td></td> </tr> <tr> <td>Dec-13</td> <td>N-New Request</td> <td>Clowes, William</td> <td></td> </tr> <tr> <td>Dec-14</td> <td>N-New Request</td> <td>Wolfe, D</td> <td></td> </tr> <tr> <td>Dec-14</td> <td>N-New Request</td> <td>Wolfe, D</td> <td></td> </tr> <tr> <td>Dec-16</td> <td>N-Pending</td> <td>Tester, Joseph</td> <td>Customer wants to buy at christmas call then</td> </tr> <tr> <td>Dec-16</td> <td>N-Quoted</td> <td>Bill Baskin - Call</td> <td></td> </tr> <tr> <td>Dec-16</td> <td>N-Quoted</td> <td>Joseph, Tester</td> <td></td> </tr> <tr> <td>12/16/98</td> <td>10:00 AM - Bill Baskin - Email</td> <td>Bill Baskin</td> <td></td> </tr> <tr> <td>12/16/98</td> <td>10:30 AM - Bill Baskin - Follow-Up</td> <td>Bill Baskin</td> <td></td> </tr> <tr> <td>Dec-17</td> <td>N-Pending</td> <td>Brown, Bobby</td> <td></td> </tr> </tbody> </table> <p><b>Appointment List</b></p> <table border="1"> <thead> <tr> <th>Status</th> <th>Date/Time</th> <th>Action</th> </tr> </thead> <tbody> <tr> <td>Active</td> <td>12/16/98 10:00 AM</td> <td>Email Assigned by iDR Classic Interface</td> </tr> <tr> <td>Active</td> <td>12/16/98 10:30 AM</td> <td>Follow Up Assigned by iDR Classic Interface</td> </tr> <tr> <td>Active</td> <td>12/16/98 10:30 AM</td> <td>Follow Up Assigned by iDR Classic Interface</td> </tr> </tbody> </table>		Date	Status	Customer	Comments:	Dec-06	U-Dead Deal	Benny, Jack	Customer told to contact in one week	Dec-07	N-New Request	Testing_Just	Customer on vacation for two weeks	Dec-07	N-Quoted	Wonder, Boy		Dec-09	N-Quoted	Vernon, Danny		Dec-10	N-New Request	Ball, Lucille		Dec-11	N-Quoted	Madon, Jessica		Dec-11	N-Quoted	Boberson, Bob		Dec-11	N-New Request	Nelson, Tim		Dec-13	N-New Request	Clowes, William		Dec-14	N-New Request	Wolfe, D		Dec-14	N-New Request	Wolfe, D		Dec-16	N-Pending	Tester, Joseph	Customer wants to buy at christmas call then	Dec-16	N-Quoted	Bill Baskin - Call		Dec-16	N-Quoted	Joseph, Tester		12/16/98	10:00 AM - Bill Baskin - Email	Bill Baskin		12/16/98	10:30 AM - Bill Baskin - Follow-Up	Bill Baskin		Dec-17	N-Pending	Brown, Bobby		Status	Date/Time	Action	Active	12/16/98 10:00 AM	Email Assigned by iDR Classic Interface	Active	12/16/98 10:30 AM	Follow Up Assigned by iDR Classic Interface	Active	12/16/98 10:30 AM	Follow Up Assigned by iDR Classic Interface
Date	Status	Customer	Comments:																																																																																		
Dec-06	U-Dead Deal	Benny, Jack	Customer told to contact in one week																																																																																		
Dec-07	N-New Request	Testing_Just	Customer on vacation for two weeks																																																																																		
Dec-07	N-Quoted	Wonder, Boy																																																																																			
Dec-09	N-Quoted	Vernon, Danny																																																																																			
Dec-10	N-New Request	Ball, Lucille																																																																																			
Dec-11	N-Quoted	Madon, Jessica																																																																																			
Dec-11	N-Quoted	Boberson, Bob																																																																																			
Dec-11	N-New Request	Nelson, Tim																																																																																			
Dec-13	N-New Request	Clowes, William																																																																																			
Dec-14	N-New Request	Wolfe, D																																																																																			
Dec-14	N-New Request	Wolfe, D																																																																																			
Dec-16	N-Pending	Tester, Joseph	Customer wants to buy at christmas call then																																																																																		
Dec-16	N-Quoted	Bill Baskin - Call																																																																																			
Dec-16	N-Quoted	Joseph, Tester																																																																																			
12/16/98	10:00 AM - Bill Baskin - Email	Bill Baskin																																																																																			
12/16/98	10:30 AM - Bill Baskin - Follow-Up	Bill Baskin																																																																																			
Dec-17	N-Pending	Brown, Bobby																																																																																			
Status	Date/Time	Action																																																																																			
Active	12/16/98 10:00 AM	Email Assigned by iDR Classic Interface																																																																																			
Active	12/16/98 10:30 AM	Follow Up Assigned by iDR Classic Interface																																																																																			
Active	12/16/98 10:30 AM	Follow Up Assigned by iDR Classic Interface																																																																																			

FIG. 24

APPROVED	CC FIG
BY	CLASS SUB CLASS
DRAFTSMAN	

2502

Autobytel.com Purchase Request  
1996 CAR

Not ready to buy? Still browsing?  
[Click here](#) to find the right car for you!

Serious Buyers, please indicate when you plan to buy:

48 hours  
 2 weeks  
 30 days

[Please Read Our Car Purchasing Guidelines](#)

[Continue](#)

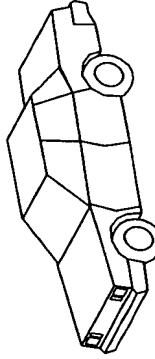


FIG. 25

APPROVED	G. FIG.	
BY	CLASS	SUBCLASS
DRAFTSMAN		

- 2206

Autobytel.com Dealer Real Time - Netscape	
<a href="#">File</a> <a href="#">Edit</a> <a href="#">View</a> <a href="#">Go</a> <a href="#">Communicate</a> <a href="#">Help</a>	
<a href="#">Home Page</a> <a href="#">Inventory</a> <a href="#">Filters</a> <a href="#">Customer</a> <a href="#">Vehicle Info</a> <a href="#">Reports</a> <a href="#">Support/Help</a> <a href="#">Settings</a> <a href="#">Edit</a>	
<p style="text-align: right;">Preview and print this request</p> <p><b>Joseph Tester EDII</b> PR #2401931 (B-Serious) <span style="float: right;">2602</span></p>	
Date	Status
Dec-04	N-New Request
	Customer wants to be contacted via e-mail
Dec-04	N-New Request
Dec-04	N-New Request
Dec-06	U-Dead Deal
Dec-07	N-New Request
Dec-07	N-Quoted
	Customer told to contact in one week
Dec-09	N-Quoted
	Customer on vacation for two weeks
Dec-09	U-Dead Deal
Dec-10	N-New Request
Dec-11	N-Quoted
	Customer wants to buy at Christmas; call then
Dec-11	N-New Request
Dec-13	N-New Request
Dec-14	N-New Request
Dec-14	N-New Request
Dec-16	N-Pending
Dec-17	N-Pending
	Customer wants to buy at Christmas; call then
<p><b>1999 Acura Integra LS</b></p> <p>18812 MacArthur Blvd. Unknown, UN 99999 USA grant@autobytel.com</p> <p>H: (949) 225- 4576 W: (949) 225- 4576</p> <p>Preferred Time: Any Time</p>	
<p><b>Manufacturer options:</b></p> <ul style="list-style-type: none"> <li>- Sun Roof</li> <li>- AM/FM Radio</li> <li>- Power Steering</li> </ul>	
<p>Purchase Method: Finance Trade-In: No Trade-In Down Payment: \$ 5,000</p>	
<p><a href="#">Click Here To Enter Finance Application</a></p>	
<p><a href="#">Comments</a></p>	
<p>© 1997-1998 Autobytel.com Inc.</p>	

2202 -

FIG. 26

APPROVED	C. G. FIG.
BY	CLASS SUBCLASS
DRAFTSMAN	

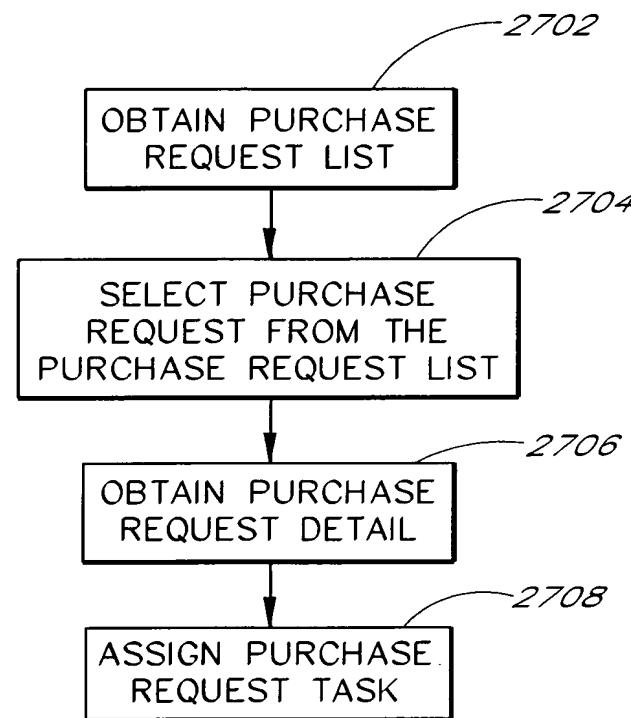
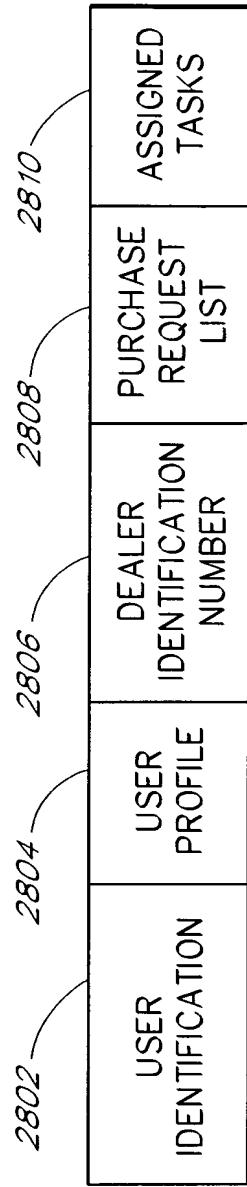


FIG. 27

APPROVED	P.G. FIG.	
BY	CLASS	SUBCLASS
DRAFTSMAN		

### USER RECORD



F/G. 28

APPROVED	C.G. FIG.
BY	
DRAFTSMAN	

CLASS	SUBCLASS
-------	----------

## Appointments for 1 DRT Classic Interface

Tue, January 05, 1999

No Appointments Today!

### Previous 7 Days:

When	Customer	Action
12/29/98 07:30 AM	Buddy Rich	Send Email

### Next 7 Days:

When	Customer	Action
01/10/99 07:30 AM	Joey Doe	Send Email

This is a test of the  
emergency appointment

12/29/98 07:00 AM	GEORGE CIMINALE	Send Email
----------------------	--------------------	---------------

Is the 'reminder' function  
working yet

F/G, 29